

JOHNSON CONTROLS POWER SOLUTIONS JOINS EXPONENTIA IAM TRAINING JOINT-VENTURE ALONGSIDE GATES, KOLBENSCHMIDT PIERBURG, SKF, TENNECO, TRW AND VALEO.

eXponentia has today announced the entry of Johnson Controls Power Solutions into the eXponentia European IAM training joint-venture of Gates, Kolbenschmidt Pierburg, SKF, Tenneco, TRW and Valeo. eXponentia provides the technical knowhow to the Independent Aftermarket garages. As modern vehicles become increasingly complex and advanced, access to technical training and support is the key to long term survival.

With its VARTA brand, JCI has an OE leadership position in the new high technology batteries required for micro hybrid, which gives a further major advantage to eXponentia trainings which will henceforth include "original" know-how on this technology used in over half the new cars on the road. Strongly supported by the existing joint-venture partners, all leading worldwide OE suppliers, eXponentia continues to grow fast. The system training modules and help-lines developed by eXponentia are specially tailored for and available to all IAM distributors and garages. They offer all the training necessary for the IAM garages to satisfy all consumer car repair needs and offer a highly competitive alternative to the expensive OES networks. eXponentia is present in 9 European countries, and plans to expand rapidly.

Our Shareholders' Quotes

Gates

Peter Verdonckt, Sales & Marketing Vice President PT Europe, Gates

Peter Verdonckt, Gates Sales & Marketing Vice President PT Europe, is quite excited to welcome a highly recognized and diversified industrial leader like Johnson Controls to the eXponentia partnership. *"With the entry of Johnson Controls, a world leading manufacturer of car starter batteries, another major step has been taken in the further development of eXponentia,"* Verdonckt says. *"Johnson Controls, that carries the successful Varta brand, and the existing partners have substantially broadened the eXponentia base of technical knowledge and know-how which is made available to the market. eXponentia is now better than ever able to support the European independent aftermarket mechanics (IAM) with the required technical expertise, technical training and helpline,"* Verdonckt concludes.

Kolbenschmidt Pierburg

Hansjörg Rölle, President MS Group, MSI

"Motor Service is pleased to welcome JCI as eXponentia partner. JCI with VARTA meets perfectly the requirements of an eXponentia partner: OE supplier with a high tech product and strong technical service level. Trainings for cars with start-stop technology or hybrid cars will be a useful and valuable new eXponentia offer for all garagists."

SKF

Ralf Feix, Sales & Marketing Director, SKF Automotive Aftermarket Europe

Sales & Marketing Director, SKF Automotive Aftermarket Europe, Ralf Feix said *"The new entry of Johnson Controls and its VARTA brand is unequivocal proof of the success of eXponentia, which aims to support and educate the IAM garages by providing them with additional technical expertise for new technologies such as the hybrid systems and stop-start system which are key to success in the aftermarket arena. Therefore, we are delighted to welcome VARTA on board, a premium brand which will boost eXponentia even further, across the garage communities."*

Tenneco Inc.

Alex Gelbcke, VP and General Manager, Aftermarket EMEA, Tenneco

Tenneco welcomes Johnson Controls and its brand VARTA to eXponentia. Tenneco, a founding partner of the eXponentia training alliance, welcomes JCI as a new alliance partner. All eXponentia partners are dedicated to helping garage technicians stay abreast of the changing and ever more complex technologies found in vehicles today. Alex Gelbcke, VP and General Manager, Aftermarket EMEA, for Tenneco says: *"We are delighted about the addition of JCI to our existing partnership. This will further strengthen the eXponentia training offering, providing installers with the tools necessary to continue to offer their customers ever increasing levels of quality, service and reliability."*

TRW

Francois Augnet, VP, TRW Global Aftermarket

"The true strength of the eXponentia SAS is the access to leading knowledge, technologies and systems in the automotive business, and with Johnson Controls as a new member, eXponentia again has demonstrated the ability to secure the best partners in the Independent Aftermarket. Johnson Controls has a proven track record of product quality and innovation, and with their new Varta Battery Line, JCI has again shown their ability to add value to the IAM. We look forward to the partnership with such a competent player and are confident that the JCI contribution will increase the attractiveness of the eXponentia programme to garage & distribution customer."

Valeo Service

Eric Schuler, VP IAM, Valeo

"As new technology trends like Hybrid cars are calling for advanced trainings, Johnson Controls is the perfect partner to join eXponentia and complete with its advanced OE battery know-how our comprehensive training offer. The cumulated expertise of all our OE partners in eXponentia makes us probably the best training provider to IAM garages and at Valeo we are delighted with the accelerated momentum of eXponentia to boost our customers' growth."

For further information on eXponentia, please send an email to info@exponentia.org.uk